C A L I F O R N I A  S U P P L Y / D E M A N D  M I X  M A T R I X  ($/DM2)

MIXST010.WK1

"Current Recovery"

| | 6/4 -> | -- Usage -- | | Net$/M | 100.0% | V.M.% | 5/4 -> | -- Usage -- | | Net$/M | 100.0% | V.M.% |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 32.6% | | | | | | 66.6% | | | | | |
| OCTOBER <-Period | | 0.0 MBF | M&B | 1015 | 0.0% | -0.9% | | 0.0 MBF | M&B | 1035 | 0.0% | -3.5% |
| | | 10.0 MBF | F/S | 642 | 0.9% | 23.0% | | 10.0 MBF | F/S | 612 | 0.4% | 21.5% |
| $487,409 <-Variable Margin | | 0.0 MBF | VG1 | 625 | 0.0% | 20.9% | | 0.0 MBF | VG1 | 575 | 0.0% | 20.2% |
| $361,000 <-Mfg. Overhead | | 90.0 MBF | VG2 | 505 | 7.7% | 14.5% | | 90.0 MBF | VG2 | 475 | 3.8% | 17.0% |
| $126,000 <-S.G. & Admin. | | 175.0 MBF | #2S | 500 | 15.0% | 8.1% | | 350.0 MBF | #2S | 475 | 14.6% | 9.2% |
| | | 325.0 MBF | #3S | 365 | 27.8% | 12.4% | | 740.0 MBF | #3S | 365 | 31.0% | 12.5% |
| $409 <-Oper. Profit | | 570.0 MBF | CMN | 294 | 48.7% | 22.6% | | 1200.0 MBF | CMN | 300 | 50.2% | 21.4% |
| | | | | | | | 4/4 -> | | | | | |
| | | | | | | | 0.8% | 30.0 MBF | CMN | 373 | 100.0% | 28.3% |

C A L I F O R N I A

Emphasis: Furn-> 5.0%
F.J.-> 95.0%
Shook-> 0.0%

| | |
|---|---|
| Net Sales -> | $2,663,854 |
| G. Margin -> | 4.7% |
| Total Material -> | $1,281,985 |
| Material $/MBF -> | $357 |
| Total Usage MBF -> | 3,590 |
| Available MBF -> | 2,354 |
| Recovery -> | 65.6% |

| MARKET / FORECAST | Sol Lin | C/L Mldg | Cut Stk | Furn | | | | | Fingr Joint | Shook | | | Waste | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| (Wood Source) | (S&6) | (S&6) (5) (S&6) (6) | | (5) | (6) | (S&6) | (S&6) | (6) | (S&6) | (S&6) | (S&6) | (5) | (6) | | (S&6) | (S&6) | (All) | TOTAL |
| Product #: | '501 | '502 '508 '510 '531 | | '511 | '517 | '519 | '521 | '522 | 'FRR 'FR4 | | '503 | '504 | '518 | '535 | (New) | SKR | SKI | WST | |
| Sales MBF: | 85 | 208 116 26 36 30 | 391 | 87 | 120 | 17 | 91 | 76 | 465 0 | 625 | 395 | 20 | 116 | 94 | | 200 | 40 | ? | 2,014 |
| Gross $/MBF: | 1550 | 1380 1350 1350 1625 | | 900 | 1280 | 1390 | 1325 | 925 | 2082 2082 | | 925 | 875 | 950 | 925 | | 575 | 800 | 98 | |
| Net $/M: | 1519 | 1352 1323 1323 1593 | | 882 | 1254 | 1362 | 1299 | 907 | 1936 1936 | | 907 | 858 | 931 | 907 | | 529 | 736 | 98 | 1220 |

Section S | TOTAL | PROJECTED AVAILABILITY SUMMARY — SUMMARY | TOTAL

| IDEAL QTY | Sol Lin | C/L Mldg | Cut Stk | 40"+ | "39"- | Furn | | | | | Fingr Joint | Shook | | | | Waste | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | (S&6) | (S&6) (5) (S&6) (6) | | | | (5) | (6) | (S&6) | (S&6) | (6) | (S&6) | (S&6) | (S&6) | (5) | (6) | (S&6) | (S&6) | (All) | TOTAL |
| | '501 | '502 '508 '510 '531 | | | | '511 | '517 | '519 | '521 | '522 | 'FRR 'FR4 | | '503 | '504 | '518 | '535 | SKR | SKI | | |
| 6/4 AVAIL | 3 | 44 12 20 12 | 108 | 28 | 80 | 40 | 6 | 33 | 30 | 168 | | 308 | 222 | 15 | | 71 | 128 | 26 | 318 | 1,104 |
| V. Margin % | 41.2% | 35.8% 46.4% 41.5% | | | | 14.0% | 31.3% | 28.3% | 22.6% | 28.6% | | | 5.5% | 16.4% | | -8.8% | -3.6% | 30.6% | | 17.5% |
| TOTAL MARGIN | 2185 | 5974 12010 8184 | | | | 6973 | 2590 | 11978 | 6118 | 93083 | | | 11156 | 2174 | | -5622 | -2473 | 5776 | | 160106 |
| Ave Sale $/MBF | 1519 | 1352 1323 1593 | | | | 1254 | 1362 | 1299 | 907 | 1936 | | | 907 | 858 | | 907 | 529 | 736 | | 1127 |
| Ave Cost $/MBF | 894 | 868 709 931 | | | | 1078 | 936 | 931 | 702 | 1382 | | | 856 | 717 | | 986 | 548 | 511 | | 923 |
| 5/4 AVAIL | 11 | 52 29 6 17 | 203 | 53 | 150 | 95 | | 17 | 91 | | 356 | 617 | 507 | 27 | 83 | | 252 | 50 | 698 | 2,240 |
| V. Margin % | 41.9% | 61.4% 33.4% 48.5% | | | | 21.6% | | 32.2% | 29.3% | | 27.8% | | 2.0% | 16.5% | 6.6% | | -7.8% | 27.6% | | 17.4% |
| TOTAL MARGIN | 7225 | 23606 2840 10606 | | | | 18317 | | 7410 | 34419 | | 191547 | | 8981 | 3837 | 5092 | | -10380 | 10256 | | 313956 |
| Ave Sale $/MBF | 1519 | 1352 1323 1323 | | | | 882 | | 1362 | 1299 | | 1936 | | 907 | 858 | 931 | | 529 | 736 | | 1123 |
| Ave Cost $/MBF | 883 | 522 881 681 | | | | 689 | | 924 | 918 | | 1398 | | 889 | 716 | 870 | | 570 | 533 | | 919 |
| 4/4 AVAIL | | | | | | | | | | | 24 | 1 | 1 | 0 | 0 | 0 | | | 3 | 30 |
| V. Margin % | | | | | | | | | | | 29.0% | | 10.5% | 25.5% | 12.5% | 10.5% | | | | 28.3% |
| TOTAL MARGIN | | | | | | | | | | | 13198 | | 87 | 11 | 31 | 21 | | | | 13347 |
| Ave Sale $/MBF | | | | | | | | | | | 1936 | | 907 | 858 | 931 | 907 | | | | 1877 |
| Ave Cost $/MBF | | | | | | | | | | | 1375 | | 811 | 639 | 814 | 811 | | | | 1342 |
| TOTAL AVAIL | 15 | 96 41 6 36 12 | 311 | 81 | 230 | 95 | 40 | 23 | 123 | 30 | 524 | 24 | 927 | 730 | 43 | 84 | 71 | 381 | 76 | 1020 | 2,354 |
| V. MARGIN % | 41.7% | 53.7% 33.4% 47.4% 41.5% | | | | 21.6% | 14.0% | 31.9% | 29.0% | 22.6% | 28.0% | 29.0% | | 3.1% | 16.5% | 6.6% | -8.7% | -6.4% | 28.6% | | 18.3% |
| [A-F] Impact | -44435 | -54467 -8647 47 -11663 | | | | 1560 | -14140 | 2606 | 12092 | -9443 | 32126 | 13198 | | 9276 | 3197 | -1981 | 1830 | -6102 | 7612 | | -74946 |
| TOTAL MARGIN | 9410 | 29780 2840 22616 8184 | | | | 18317 | 6973 | 10090 | 46397 | 6118 | 284630 | 13198 | | 20223 | 6022 | 5123 | -5602 | -12853 | 16032 | | 487409 |
| Ave Sale $/MBF | 1519 | 1352 1323 1323 1593 | | | | 882 | 1254 | 1362 | 1299 | 907 | 1936 | 1936 | | 907 | 858 | 931 | 907 | 529 | 736 | | 1131 |
| Ave Cost $/MBF | 886 | 626 881 696 931 | | | | 689 | 1078 | 927 | 922 | 702 | 1393 | 1375 | | 879 | 716 | 870 | 986 | 563 | 525 | | 924 |
| Margin $/MBF | 633 | 726 442 627 662 | | | | 193 | 176 | 435 | 377 | 205 | 543 | 562 | | 28 | 141 | 61 | -79 | -34 | 211 | | 207 |
| [AVAIL-FCST] | -70 | -112 -75 -20 0 -18 | -80 | -21 | -59 | 8 | -80 | 6 | 32 | -46 | 59 | 24 | 302 | 335 | 23 | -32 | -23 | 181 | 36 | | 340 |

VARIABLE COST MATERIAL & CUTTING / COST/MBF

C A L I F O R N I A

(Select Mix)

| | Purchase Cost/MBF | | Yard | | Pile Cure | | Plane Rip | | Cutline | | | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 6/4 M&B ----> | 1015 | + | 5.49 | + | | + | 20.83 | + | | = | -------> | 1041 |
| 5/4 M&B ----> | 1035 | + | 5.49 | + | | + | 20.83 | + | | = | -------> | 1061 |
| 6/4 F/S ----> | 642 | + | 5.49 | + | | + | | + | 53.71 | = | -------> | 701 |
| 5/4 F/S ----> | 612 | + | 5.49 | + | | + | | + | 53.71 | = | -------> | 671 |
| 6/4 VG1 ----> | 625 | + | 5.49 | + | | + | | + | 53.71 | = | -------> | 684 |
| 5/4 VG1 ----> | 575 | + | 5.49 | + | | + | | + | 53.71 | = | -------> | 634 |
| 6/4 VG2 ----> | 505 | + | 5.49 | + | | + | | + | 53.71 | = | -------> | 564 |
| 5/4 VG2 ----> | 475 | + | 5.49 | + | | + | | + | 53.71 | = | -------> | 534 |
| 6/4 #2S ----> | 500 | + | 5.49 | + | | + | 15.37 | + | 53.71 | = | -------> | 575 |
| 5/4 #2S ----> | 475 | + | 5.49 | + | | + | 15.37 | + | 53.71 | = | -------> | 550 |
| 6/4 #3S ----> | 365 | + | 5.49 | + | | + | 15.37 | + | 53.71 | = | -------> | 440 |
| 5/4 #3S ----> | 365 | + | 5.49 | + | | + | 15.37 | + | 53.71 | = | -------> | 440 |
| 6/4 CMN ----> | 294 | + | 5.49 | + | 6.00 | + | 3.00 | + | 60.00 | = | -------> | 368 |
| 5/4 CMN ----> | 300 | + | 5.49 | + | 6.00 | + | 3.00 | + | 60.00 | = | -------> | 374 |
| 4/4 CMN ----> | 373 | + | 5.49 | + | 6.00 | + | 3.00 | + | 60.00 | = | -------> | 447 |

VARIABLE COST 06-Nov

C A L I F O R N I A

(Wood Source) Both | 90% 5/4 | 5/4 | Both | 6/4 | Recovery Matrices | 5/4 | 6/4 | Both | 90% 5/4 | 6/4 | Both | 4/4 | Recovery Matrices | Both | Both | 5/4 | 6/4 | ( ) | Recovery Matrices | Both | Both | Both

-(Before Waste)

| -> VARIABLE MANUFACTURING COST/MBF | Sol Lin | C/L Mldg | Cut Stk | Furn | | | | | | | Fingr Joint | Shook | | | | | Waste | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Product # | '501 | '502 '508 '510 '531 | '511 | '517 | '519 | '521 | '522 | 'FRR | 'FR4 | | '503 | '504 | '518 | '535 | (New) | SKR | SKI | WST | |
| F. JOINT | | | | 74.00 | | | | | | | 74.00 | 74.00 | 74.00 | 74.00 | | | | | |
| FURN. DET/PK | | | | | | | | 752.00 | 752.00 | | | | | | | | | | |
| MOULDING | 133.00 | 133.00 133.00 133.00 | | | | | | | | | 124.00 | | 124.00 | 124.00 | | | | | |
| DETAIL/MW | | | | 20.00 | 122.00 | 132.00 | 132.00 | 20.00 | | | | | | | | | | | |
| MW/SHIP | 15.00 | 15.00 15.00 15.00 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | | 13.00 | 13.00 | 13.00 | 13.00 | | | | | |
| CONT MFG | | | | | | | | | | | | | | | | 124.00 | 124.00 | | |
| CONT SHIP | | | | | | | | | | | | | | | | 5.00 | 5.00 | | |
| Subtotal | 148 | 148 148 15 148 | 35 | 211 | 147 | 147 | 35 | 767 | 767 | | 211 | 87 | 211 | 211 | | 129 | 129 | 0 | |
| MFG WASTE %_ | 5.0% | 5.0% 5.0% 0.0% 5.0% | 0.0% | 16.0% | 9.0% | 9.0% | 0.0% | 6.0% | 6.0% | | 12.0% | 7.0% | 12.0% | 12.0% | | -18.0% | -18.0% | | |
| TOTAL | 6M&B | 6M&B 5M&B 6M&B 6M&B | 5M&B | 6M&B | 6M&B | 6M&B | 6M&B | 5F/S | 4CMN | | 6M&B | 6M&B | 5M&B | 6M&B | | 5F/S | 5F/S | 6M&B | |
| VARIABLE | \ | \ \ \ \ | \ | \ | \ | \ | \ | \ | \ | | \ | \ | \ | \ | \ | \ | \ | \ | |
| COST/MBF_ | 5#3S | 5CMN 5CMN 5CMN 6CMN | 5#3S | 6#3S | 5#3S | 5#3S | 6#3S | 4CMN | 4CMN | | 4CMN | 4CMN | 4CMN | 4CMN | | 5CMN | 5CMN | 5CMN | |
| Maximum | 1525 | 1525 1559 1287 1525 | 1343 | 1816 | 1591 | 1591 | 1311 | 1700 | 1455 | | 1734 | 1478 | 1771 | 1734 | | 753 | 753 | 1041 | |
| \ | \ | \ \ \ \ | \ | \ | \ | \ | \ | \ | \ | | \ | \ | \ | \ | \ | \ | \ | \ | |
| Minimum | 966 | 767 767 543 742 | 741 | 1195 | 1007 | 1007 | 732 | 1455 | 1455 | | 843 | 647 | 843 | 843 | | 595 | 595 | 374 | |